



LOBBYING

Angela Rye

JUST AS DEMOCRATS were losing their majority in the House in 2010, **Emanuel Cleaver II** of Missouri was elected chairman of the Congressional Black Caucus, all of the members of which are Democrats. Helping him navigate the new House dynamics was the caucus' new executive director and general counsel, **Angela Rye**.

Cleaver was succeeded last year as chairman by Ohio Democratic Rep. **Marcia L. Fudge** — the caucus selects a new leader every two years — and now Rye has left to set up her own lobbying firm, Impact Strategies.

The firm is a partnership among Rye, **Joe Briggs** and **David Johns**, whom she has known for several years while helping with the nonprofit group called Impact DC, which encourages the professional growth of young African-Americans.

Briggs is a lobbyist for the NFL Players Association and works on Impact Strategies projects part time, while Johns was most recently a senior education policy adviser for the Democratic staff of the Senate Health, Education, Labor and Pensions Committee.

Impact Strategies will offer traditional consulting services, but the firm also puts its own spin on what it can provide clients, such as “e-organizing” to build grass-roots support online and advice on engaging diverse groups. “We’re definitely working with entities that

overwhelmingly kind of look like us,” she says, “but also with those that don’t and need to understand how to reach diverse populations or people of color.

Before working for the caucus Rye, 33, was a senior adviser and counsel for Mississippi Democrat **Bennie Thompson** when he chaired the House Homeland Security Committee.

Jake Perry

FOR THE PAST 13 YEARS, **Jake Perry** has raised money for Democrats and worked in party circles, including jobs with Senate Majority Leader **Harry Reid**. Now he is

starting his own lobbying firm, Jake Perry and Partners.

Perry was Reid’s finance director from 2006 to 2011 and was part of the Nevada Democrat’s core 2010 re-election team. Most recently, he worked with Reid and his colleagues to start the Majority PAC, a super PAC.

“Over the past six years especially, I’ve been exposed to all types of industries and people,” he says. “I just felt like this was the right time to take my experiences and the skills I’ve learned and apply them to doing advocacy.”

Perry’s clients so far include Xcel Energy, an electricity and natural gas utility company that operates in the Midwest and West.

In addition to working for Reid, who represents his home state, Perry, 36, has helped raise money for Democratic Sens. **Byron L. Dorgan** of North Dakota and **Bob Casey** of Pennsylvania.

Joe Harris Jr.

AFTER JOBS WITH South Carolina Rep. **John M. Spratt Jr.** and Connecticut Sen. **Joseph I. Lieberman**, **Joe Harris** has left Capitol Hill to be a vice president at the boutique lobbying firm Artemis Strategies.

When Spratt, a Democrat lost his seat to Republican **Mick Mulvaney** in 2010, Harris left as legislative counsel to advise Lieberman, an Independent, on tax, budget and economic issues. Lieberman, however, retired from the Senate last year.

Harris, 33, is the sole Democratic lobbyist at Artemis Strategies. Some of the firm’s top clients that Harris will work with include business software producer SAP and the American Foundry Society, a trade group for the metal-casting industry. — **KRISTIN COYNER**

POLITICS

Nachama Soloveichik

COLD SPARK Media, a political consulting firm based in Pennsylvania, is building a Washington presence and has hired former Senate aide **Nachama Soloveichik** as a vice president to help attract new business.



Soloveichik has worked in communications for **Patrick J. Toomey** the past six years, when the Pennsylvania Republican was president of the Club for Growth, in his 2010 Sen-

ate campaign and in his Capitol Hill office.

Cold Spark’s founding partners, **Mark Harris** and **Mike Devaney**, are Republican operatives and Soloveichik worked with Harris when he managed Toomey’s Senate race. “I loved doing political campaigns and all of the political work we did at the Club for Growth,” says Soloveichik, 32. “The Hill is not really a place for campaign people. It’s a different speed.”

Before joining Toomey, Soloveichik was communications director for **Steve Laffey**’s unsuccessful GOP primary challenge to Sen. **Lincoln Chafee** of Rhode Island in 2006.

HOMELAND SECURITY

Christian Beckner

IN NOVEMBER during his final days in the Senate, Connecticut's **Joseph I. Lieberman**, chairman of the Homeland Security and Governmental Affairs Committee, chose George Washington University's Homeland Security Policy Institute for a farewell address.

Now the institute has hired Lieberman's top aide for counterterrorism, intelligence and homeland security issues, **Christian Beckner**, as its deputy director.

Beckner, who worked on the committee staff for six years, helps oversee institute staff members who coordinate with outside fellows to publish policy papers and host events.

In December, GW launched a university-wide initiative on cybersecurity, an issue on which Beckner's old boss was prominent, having proposed legislation last year that would have established security standards for privately owned computer networks.

That bill never passed but Beckner hopes the new Congress will take action. "There needs to be a comprehensive approach that addresses the range of key policy issues be-



tween information sharing and figuring out a way to incentivize and encourage the private sector to improve its cybersecurity," he says.

Beyond cybersecurity, Beckner says the institute will study how the Homeland Security Department can be more efficient.

"The budget available to fund some things that were funded three or four years ago has gone down," he says. "There is a need for a real strategic assessment and analysis of what the critical funding priorities are to keep the nation safe."

Before joining Lieberman's staff, Beckner, 39, was a homeland security analyst at IBM and a fellow at the Center for Strategic and International Studies.

— KRISTIN COYNER

ENERGY

Ankit Desai

CHENIERE ENERGY INC., a Houston-based operator of liquefied natural gas terminals and pipelines, has hired **Ankit Desai** as a vice president and lobbyist in Washington. He previously was with the MWW Group, one of three lobbying firms employed by Cheniere, along with two other full-time government affairs executives, according to Senate lobbying records.

Desai has worked in and around Democratic politics for more than 10 years, including jobs with Secretary of State **John Kerry's** 2004 presidential campaign, then-Sen. **Joseph R. Biden Jr.** of Delaware and Virginia Sen. **Mark Warner's** political action committee.

His task now is to explain Cheniere's complicated industry to congressional committees and federal agencies. "Most don't people know how large of an endeavor it is to build liquefaction terminals," says Desai, 35. "Most of the people we talk to are very bright, but they have a lot of interests that they meet with, so it's very hard for them to be experts in this."

Mallori McClure, Samantha McDonald

THE INDEPENDENT Petroleum Association of America, a trade group for oil and natural gas drillers, has hired two GOP House aides to replace one of its top lobbyists, **Wendy Kirchoff**, who left last year to work for member company Noble Energy. **Mallori McClure**, who was a senior legislative assistant for Rep. **Doug Lamborn**, a Colorado Republican, has joined IPAA's government relations team along with **Samantha McDonald**, a legislative aide to Republican Rep. **John Fleming** of Louisiana.

Lamborn chairs the House Natural Resource Committee's Energy and Mineral Resources Subcommittee, which oversees mining and energy development on federal lands. McClure, 27, was Lamborn's lead aide on the subcommittee.

Fleming chairs the Natural Resources Subcommittee on Fisheries, Wildlife, Oceans and Insular Affairs, which has jurisdiction over wildlife protection and access to public lands. McDonald, 28, served as Fleming's top staff member on the panel.

At IPAA, McClure focuses on Western states and energy development on federal lands, while McDonald works to advance member companies' interests throughout the Southeast and Gulf of Mexico.



McClure



ASSOCIATIONS

Kevin "Kip" Talley

AS THE FOOD and Drug Administration considers whether its regulatory authority under the 2009 tobacco control law extends to cigars, an industry trade group based in Georgia, the International Premium Cigar and Pipe Retailers, has hired its first full-time Washington lobbyist, **Kevin "Kip" Talley**, to advocate for its higher-end products.

A lobbyist and political fundraiser for the National Rural Letter Carriers' Association for six and a half years, Talley's title with the cigar sellers group is senior director of federal legislative affairs.

"The main issue that we're dealing with now is getting premium cigars out from under regulations from the FDA," says Talley, 29. "We believe the original intent of the law was to prevent youth smoking.

Premium cigars shouldn't be lumped in with what you can find in convenience stores."

Scott Bousum

THE TECHNOLOGY TRADE group TechAmerica has hired a House Armed Services Committee aide to help member companies that want to do business with the Pentagon and intelligence agencies. **Scott Bousum**, who worked for the Tactical Air and Land Forces Subcommittee, is part of TechAmerica's global public sector policy department.

Bousum says he is keeping companies in the loop on the details of automatic budget cuts — for example, "If there are furloughs for federal employees, what does that mean for contractors who work on site?"

Bousum, 27, was a staff assistant for the subcommittee's Republicans for three and a half years, dealing with the military procurement section of the annual defense authorization bill. Before that, he was an aide to Republican Sen. **Tom Coburn**, who represents Bousum's home state of Oklahoma.